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THE MAGAZINE      OF PARKER PEN EMPLOYEES

# Shoptalker

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## COVER STORY

In studying the corporate character of The Parker Pen Company, we find a happy side, a shading of warmth and joviality like that reflected in the face of William Masterson, employed in the Metals Department stockroom. It is an attribute necessary for success.

## Ten Years Ago...

This Poem came from a man in Gloucester, England. Its quality makes it worth remembering.

When visiting the U.S.A.,  
(On business, not for fun!)  
I purchased, on a lucky day,  
A Parker "Fifty-one";  
Plus pencil — and you can deny,  
They were the best that man could buy!

No longer need I figure a fee,  
To get my writers hired;  
My Parker pen caligraphy,  
Was everywhere admired!  
And Writers Cramp quite vanished when,  
I used that perfect fountain pen!

When business trips had seen me roam,  
In former days, I'd find,  
The task of writing letters home,  
An irritating grind!  
But Parker, entering my life,  
Brought epistolic joy to wife!

The lustre of its shining cap,  
The smoothness of its flow,  
Both joined, to bring the enraptured scribe, a pleasing glow!  
And, viewing discreetly hooded nib,  
Proclaimed it "Pukka-rest Sahib!"

Alas! Alack! How great my grief,  
My treasure of a pen  
Snatched from my pouch by wicked thief,  
Has vanished from my ken!  
I'd let him keep my watch and chain,  
If he'd return my pen again!

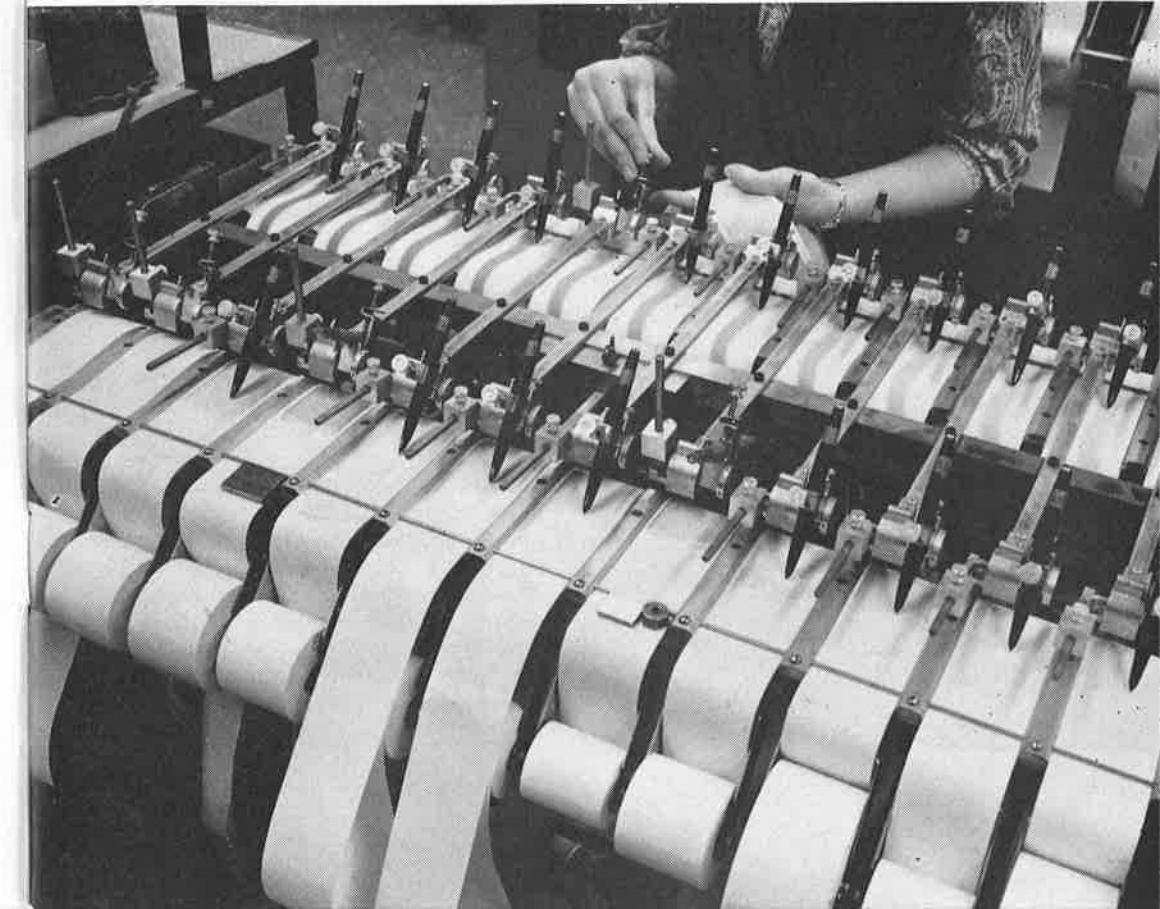
Without it, I am desolate;  
My writing is a scrawl.  
Oh! Wish that thief a fearful fate,  
Of wormwood and of gall!  
But execration's wasted when  
It won't bring back my Parker pen!

I hope this pitiful romance,  
Will help sustain my plea,  
That you may find, by lucky chance,  
Another pen for me  
And cause to shine again my sun,  
By selling me a "Fifty-one"?

Parker 61 Capillary pens selected at random from daily production are given full write-out on writing machines as one of several tests, for the company is well aware that in the consumer's mind

## PERFORMANCE REFLECTS QUALITY

(See next page)



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Product Control at Arrow Park is centered in a 40 by 40-foot room in which is assembled as bewildering an array of apparatus as can be found anywhere. Its purpose, and the objective of every person working in that room, is to put Parker products through a series of rigorous performance tests in order to assure absolutely that the company's tradition of excellence is not interrupted. A competitor could not be more methodical in his perusal of a Parker product.

A three-day-long inquisition subjects a Parker 61, for example, to such tests as:

Filling and weighing to determine that the capillary cell functions as it must,

Instant starting, both immediately after filling and after the pen has been left at rest overnight,  
Write-out on a writing machine at speeds twice that of normal hand-

writing for the purpose of judging flow characteristics and metering rate,

Resistance to altitude in point-up and point-down positions, with the knowledge that a pen will be both carried and used in the air,

Static drip resistance, to learn what effect a prolonged point-down position will have,

And nib slit comparison before and after write-out.

Product Control arbitrarily imposes minimum expectancies on each Parker model which it tests. Every unit selected from any particular production lot must meet or surpass these minimum performance standards or the entire lot is ordered withdrawn from finished stock.

It is this insistence on quality which has built for Parker Pen a world-wide respect and reputation for excellence.

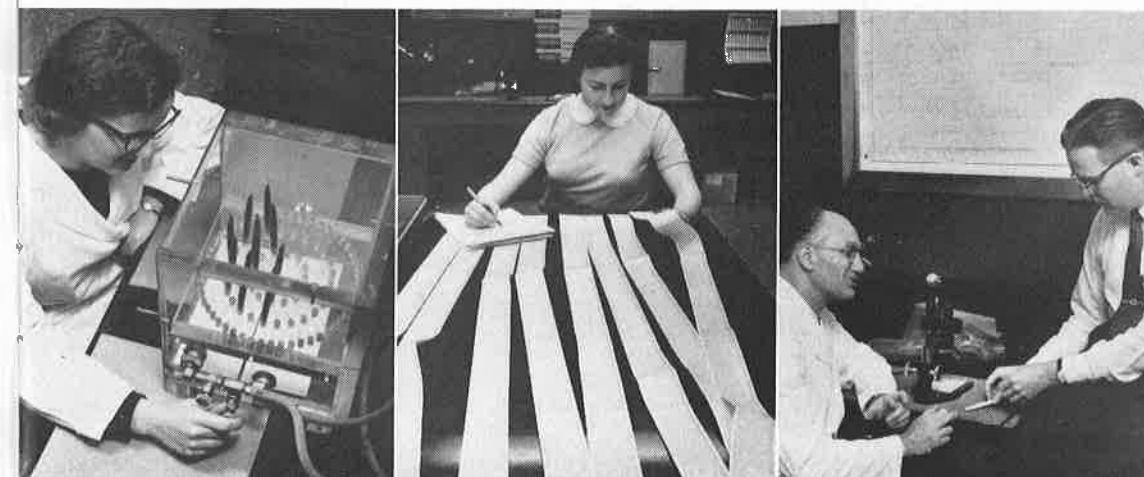
(Reprinted from Parker International)

It is a daily routine for Dorothy Kennedy, an employe in Parker Pen's quality control laboratory, to walk the length of the Arrow Park plant to select an assortment of bright new 61 pens fresh from assembly. A thorough three-day testing program is in store for each unit she removes from the shelves. Some will not be returned for six months.



Scientist Jules Feldman, chief of Parker's product control laboratory, personally checks some of the continuing flow of writing instruments which are brought to the lab each day. Here he fills an America-produced 61 pen with Quink made in Argentina and weighs the instrument to determine if its unique capillary filling mechanism has functioned as it was designed to do. An empty 61 weighs about 10.8 grams. Full, it will weigh at least 12 grams and sometimes more.

1. Today's writing instruments must fly at high altitudes without encountering leakage problems. In routine tests, Parker 61 pens are "taken up" in a vacuum chamber to an altitude of 25,000 feet with Marcella Schaaf at the controls. With its point up, a 61 will withstand altitudes of from 22,000 to 25,000 feet. In point down tests, the 61 is successfully "flown" at 12,000 feet. Modern airliners are pressurized at 10,000 feet.
2. Yards of paper are used in machine write-out tests of Parker pens and the results are carefully studied. By graceful lines drawn on paper, expert technicians like Pat Tobin determine the pen's metering rate, flow characteristics, and write-out time. These are important factors in quality performance.
3. Feldman and John Leaman, director of quality assurance, hold frequent informal conferences to discuss better ways to test pen performance or examine a particular problem pen. Happily, these problem instruments are few and easily spotted. One day, in the not too distant future, these conferences will discuss product performance on a world-wide basis. It is the company's goal to cross-check quality standards wherever Parker products are made.



# Parker "51" Listed in Top Ten of 100 Best Designed Products

A



## FEATURE

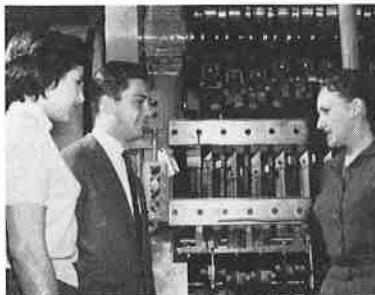
Recently, the Parker "51" was hailed as one of the ten best-designed products of modern times. The recognition came from a survey of the world's foremost designers, architects, educators and editors made by the Institute of Design, Illinois Institute of Technology. The survey required a full year to complete.

Employees have expressed an interest in seeing the complete list of 100 products. The Party Line provides that opportunity. Please note that in the official list, the "51" is given fifth position. In accumulated points, our pen and the Studebaker hard top were tied in fourth place.

1. Olivetti Lettera 22 Typewriter
2. Eames' plywood & steel side chair
3. "Barcelona" chair, Mies van de Rohe
4. Studebaker 1955 hard top coupe
5. Parker "51" fountain pen
6. Lincoln "Continental" 1939-41 series
7. Edison Voicewriter "VP" model
8. Frigidaire "Sheer Look" 1957 appliances
9. Hallicrafters radio
10. Bell "500" Telephone
11. Necchi sewing machine - Nizzoli
12. Fuller's Geodesic Dome
13. Saarinen "Womb" chair
14. Cord automobile - model 810-812
15. Vespa motor scooter
16. Borg "Flight" bathroom scale
17. Karmann-Ghia Volkswagen
18. Singer Upright vacuum cleaner
19. GE wall refrigerator
20. Leica III-c Camera
21. American Modern Dinnerware - R. Wright
22. Revere copper bottomed pots & pans
23. Flint "Continental" kitchen tools
24. Breuer tubular dining chair, cane seat
25. Raleigh bicycle (English)
26. Bissell carpet sweeper
27. IBM "Ramac" computer
28. Cisitalia automobile (Farina body)
29. Toastmaster toaster (original pop-up)
30. McCobb's "Planner" group furniture
31. Studebaker 1947 "Starlight" coupe
32. Eames' Fiberglas chair
33. Aalto bent plywood framed arm chair
34. Bell & Howell 16mm movie camera No. 240EE
35. Willys army "Jeep"
36. Chemex coffee maker
37. Schick "20" electric razor
38. Crane "Criterion" bath fixtures
39. "Hardoy" chair
40. Ford "Thunderbird" orig 1955 model
41. Porsche automobile
42. Douglas DC-3 aircraft (Dakota or C-47 mil)
43. "Thermidor" built-in range & oven component
44. IBM electric typewriter
45. Olivetti adding machine
46. Original canvas deck chair
47. Hans Wegner teak & cane chair
48. Arzberg China (1382 or 2000)
49. Brunswick school furniture ensemble
50. GE packaged kitchen
51. GE's first portable TV receiver
52. Zippo lighter
53. Castleton China (Museum white)
54. Nelson's Modular group furniture
55. Winchester lever action carbine (orig)
56. Noguchi tri-legged lamp
57. Thonet Chair No. b-9
58. Nutone built-in mixer
59. American Tourister "Tri-taper" luggage
60. Gense Flatware
61. Steinway Grand Piano
62. Finn Juhl carved wood c. 1950 chair
63. Pyrex chemical flasks
64. Hasselblad camera
65. Gio Ponti's toilet
66. Citroen DS-19 automobile
67. Eames' articulated lounge chair with hassock
68. McCobb's "Directional" group furniture
69. Nelson's original "Ball" clock
70. Bell & Howell-Columbia Hi-Fi console-McCobb
71. Beechcraft "Bonanza" airplane
72. Eastman "Brownie" camera
73. Coldspot refrigerator 1937 model
74. Luxo Drafting lamp No. 15472
75. Saarinen "Stem" chair
76. BSA Motorcycle
77. Moen single control faucet
78. Original ball lamp - Versen
79. Rolls Royce Phantom II
80. Frigidaire "Fold-down" range unit
81. "Hermes" portable typewriter
82. Hamilton "Turnip" railroad watch
83. Ford Model "T"
84. Aalte 3-legged stacking stools
85. Pistol, Luger 9mm
86. IBM time clocks
87. Talon zipper
88. LaSalle automobile 1935 model
89. MG "TC" model 1948
90. Franklin stove (very early)
91. Ampex portable tape recorder
92. Budd stainless steel railway coach
93. Borletti sewing machine-Zanuso
94. Bubble Lamp, Nelson for Miller
95. Hough "Payloader"
96. GM "Scenicruiser" bus
97. Victor talking machine, "Morning Glory" speaker
98. Tappan wall hung range
99. "Futura" type face
100. AC Gilbert "Erector" set

## The Visitors

Janesville was honored with the visit of a young couple from Rio de Janeiro, Mr. and Mrs. Fabio Drummond, daughter and son-in-law of Parker's distributor, Joseph Portela. While touring Arrow Park in the company of Miss Gerry Strand, they found of considerable interest this huge eyelet machine for automatically forming Jotter caps. The eyelet does 12 operations simultaneously, each time producing a Jotter cap, ready for application of surface finish.



Another Eversharp distributor visited Janesville during this same period. He is Dr. Hernando Cardenas, of Cardenas and Marquez Co. Ltd., Bogota, Colombia. Dr. Cardenas (left) is shown here during one of many business conferences with Frank Matthay, sales and advertising vice president, IMS.

"Greetings to the employees of The Parker Pen Company," wrote Mr. Elias Bendrihem, Parker's distributor from Tangier, Morocco, while he visited recently. The language is Arabic and is written from right to left. Edward Boggs (right), director of foreign sales, listened as Mr. Bendrihem translated. Later, he wrote the same greeting in several other languages.



# If This Were Shoptalker

## U.S.S.R. Style

(Last Summer a group of company publication editors toured Russia to obtain first-hand information on the methods and goals of employee communication under communism. Mr. Fred Bellmar, president of the Industrial Editors Association of Chicago, was one of those who saw and reported the following facts. This is an excerpt from an article written by Mr. Bellmar for Reporting Magazine, official publication of the International Council of Industrial Editors.)

The purpose of her paper, Editor Tarasova said, "is to publish production plans, then to offer criticism and suggestions so that the workers can improve."

Did the paper then criticize only the workers? "No, indeed," Mrs. Tarasova replied. "Plant papers can criticize the chiefs if they are rude. The director cannot forbid it. Any staff member may express himself on the subject of work. We publish social organization and Party material, too, the experiences of the best workers and how they are fulfilling their Socialist obligation. For all this, the only guiding group is the editorial board, worker-elected."

Is Party material ever published in the paper? Mrs. Tarasova said it was.

Management, too, has a full right to use the paper.

Praise of best workers we could understand. Use of criticism to discipline was something new. We ran across it many times on our visits. If a man does poorly on his job, he may be spoken to once or twice, but if he does no better, he is held up to public ridicule in the plant paper and his picture may be published. The love of praise may inspire a man to work harder, but in the background there is always the threat of public criticism.

(We found a novel use of public ridicule in Kharkov where, if a man is picked up for drunkenness, he is given a cold bath, his head is shaved, he is given a public job, very likely on the streets the next morning, and his name and picture are published in the local paper.)

All plants, large and small, had what are called "wall newspapers." These were generally colorful, resplendent with amateur cartoons, and proudly homemade. They are fostered by the trade unions in the plant and consist of typed articles done by the workers themselves.

Sample items in one "wall newspaper" included a story on labor discipline (that word "discipline" cropped up many times on our visit); another on the role of the trade union, a neat little story about "It is Time to Restore Order in our Plant"; a warning by some worker not to abuse dinner breaks; a frank jab at management, "Stop the Roof from Leaking"; a set of cartoons on the obligation of workers to their job and to the factory; another set of cartoons on the evils of drunkenness.

Every plant also has volunteer agitators. An agitator talks to any of the workers he can find in an idle moment, during a dinner break perhaps, or before or after work, and explains some single Party idea. His is a role of amateur teacher, and he is the one who is supposed to keep the workers actively thinking. These volunteer agitators apparently find their duties pretty strenuous, because many of them drop out and others replace them.

Every plant has a large honor roll board, red background, on which the pictures of its best workers are post-

ed. Apparently it is a real distinction for a worker to receive this kind of recognition. In every plant our attention was carefully called to "our best workers". There would be five or a dozen pictures with records of worker achievements.

Not satisfied with plant newspapers, agitators and praise for good workers, every plant has literally hundreds of large red signs which hang high above the aisles, on the walls, over doorways. Plain red background with large white lettering. Signs seem to stress almost everything that a worker should be told about improving work, the glory of work, the peaceful intentions of the Soviet Union, the need for safety, the greatness of Lenin and other revolutionary leaders, the need for promptness, cleanliness, thrift, etc.

Some of our group reported seeing "Beat American Production" signs among these. I saw none myself, but then it was hard to have every sign translated.

One thing is certain: the regime has sharpened its communications system to a fine point.





W. Ramsay Lyon—with 70% of the fountain pen sales, a wishful concept.

## English Sales Manager Visits Here

W. Ramsay Lyon is a Scot endowed with a generous nature and an abounding sense of business. He is now (and has been for quite some time) sales director of The Parker Pen Company Ltd., England. But success did not come easily.

Three months after he was hired (in 1925) as a salesman, his chief looked at the record and put him to work testing pens, then imported from Janesville. Any adverse effect this might have had on his personality was averted on the following payday. He earned more as a tester than he had as a salesman.

Later, he was again given the opportunity to prove his sales ability and this time in his native Scotland. It followed quite naturally that he was an eminent success and dame fortune has smiled on William Ramsay Lyon to this day.

Chief among his concerns for the future of the pen business in England is the growing strength of the ball pen. Today, in any English city, the average price of competitive (if you can call them that) ball pens is about twenty cents. The average price of a Parker Jotter ball pen is \$3.50, since the company sells only Parker "51" Jotters

and an English Duofold model, both quality items.

Lyon believes in the ball pen as a good companion to the fountain pen and not as a substitute for the fountain pen. And with the English company holding down a comfortable 70 per cent of fountain pen sales in England, this is both a logical and wishful concept. The trick, of course, is to plant the same thought in the consuming public's mind.

So, Parker advertising often carries fountain pens and companion model ball pens side by side, generating the idea that they go naturally together. The company also markets threesome sets, fountain pen, ball pen and mechanical pencil which have met with public favor, indicating that the idea is making headway.

This concern for the pen business, however, was only one of many factors behind Lyon's recent visit to the U.S. and Janesville. In numerous conferences with U.S. Division and IMS officials, with advertising agency people, and others in the Parker organization, he sought to learn all that could be learned in a week's time about the big gawdy American way of merchandising.

**T**HE Wah Fu Gold Pen Factory, Shang-hai, is busy these days producing two fountain pen models which every Parker employee would find quite familiar. The reason is, of course, that these Chinese pens are almost exact duplicates of Parker pens, the "51" and the 61.

The "Hero 200" is shown in a newspaper photograph. It fills by capillary action in the same manner as does its prototype, the Parker 61. The Communist copy of the Parker "51" (called the "Hero 201") is shown disassembled, exhibiting its careful mimicry of internal parts as well as external design.

## The Chinese Have a Way With Our Pens





# NOTES ON AN EUROPEAN TOUR

## Part Three — Conclusion

3 July 1958.

Traveling south, buildings are very old and look it. Bologna 12:45. Toured Cathedral.

Arrived Florence 5:15 p.m. Visited Cathedral of the Holy Cross and saw tombs of Michelangelo, Machiavelli, Galileo and memorial to Dante. Leather factory adjoining church, for benefit of orphans, showed how Florentine leather was decorated.

Walked the streets of Florence. Statuary is everywhere. Orchestras at outdoor cafes are worth stopping to listen to.

4 July 1958.

Tour took us to Pitti Palace which has priceless paintings. After the Pitti family died, the Medici family lived in it. Took photo of Mr. Naked Five-by-Five sitting on a turtle. Monks walking around in brown robes with fancy haircuts. Saw famous St. John Baptistery and Cathedral of Mary of the Flower. Also tomb of the Medicis. Told by guide there are three kinds of mosaics

—Venetian of glass, Roman of small stones, and Florentine of Marble. Saw unbelievable works of art in mosaic. Even a small one is quite expensive and on some they won't even quote a price — just millions. Some of the mosaics are reproductions of paintings in the Pitti Palace.

Bus all loaded when Rene came to say we can't go. Giuseppe Fantacci (Parker distributor) wanted us to have champagne. Corks hit ceiling hard.

Arrived outskirts of Rome at 8:30, checked in. Dinner at 9:30. Bright idea from someone to take in festivities at American Embassy. Much frantic changing of clothes, calling of cabs. Got there only to find we were about 8 hours late for the garden party. Oh, well. Walked a few blocks inspecting people at sidewalk cafes, who inspected us. Took cabs back to hotel, hunted up a cheap outdoor cafe.

5 July 1958. Saturday.

Tour started at 9 a.m. Drove around town — had "official" picture taken, and

had about six minutes in the most beautiful church in existence—St. Peter's is indescribable. You could spend hours looking.

Biggest thrill, bringing tears to eyes, was seeing the white-robed figure of Pope Pius XII come out on the balcony of his living quarters and give his blessing to the crowd. Every noon this happens. Crowd begins to assemble slowly, but a few minutes before noon, everything empties and the Square fills up. The blessing comes over the loudspeaker, after which the crowd disperses.

Afternoon tour included the Colosseum, Forum, Catacombs, St. Peter of the Chains where the original Michelangelo statue of Moses is (church was under repair and we walked planks). Also, Trevi fountain of "Three Coins in the Fountain" movie fame. It had scaffolding on part of it.

6 July 1958. Sunday.

Arrived in St. Peter's Square. Lines of somberly clothed people, gradually moving up long flights of stairs past the Swiss guards. Directly in back of us was a dignitary wearing a purple-red beanie and carrying a carved statue. People with him stayed in perfect alignment going up the stairs. Wooden partitions waist high made a long aisle down to the red and gold throne. The wait was long, and stifling, but eventually he came. Expected reverence and awe. But people clapped and called and sang, held up babies and items to be touched. After reaching the throne, the Pope read greetings to various groups present, using appropriate language. Gave

blessing to the crowd, which took care of Father George's huge parcel of rosaries and other religious objects. Going slowly back down the aisle, he again touched babies and objects.

Went to St. Peter's afterward and watched a Cardinal celebrating mass. Masses going on all over, and Steph Frederick went to one just starting. Watched the little girls being given first communion—dressed like little brides—and babies being baptized.

7 July 1958. Monday.

Left Hotel Clodio 6:10 a.m. Hearing Parker gang below, Gen. Finnane poked her head out of an upper window and burst of applause met her. Bewildered she asked what was the matter. "Oh, we thought you were the Pope," was the reply.

First glimpse of Mediterranean Sea, 6:55.

Walked over to open air market. First stall had piles of octopi, shrimp, squid, fish and something that looked like eyes. Other than the pink shrimp, it was a rather revolting gray mess.

Also walked down to the Mediterranean, the local beach, with its gay umbrellas. An all too brief stop at Pisa. People leaning at odd angles, hand outstretched pretending to hold up the tower. Baptistry and church on grounds also interesting.

Followed Mediterranean. Beautiful blue sea on one side mountains high and rugged on the other.

From Pisa to Rapallo we went around curve after curve, switchback after switchback over a beautiful series of mountains.



Arrived resort town Rapallo 8:15 p.m. Lots of promenaders, stores open and doing business. Many restaurant-bars open, music in the air.

8 July 1958.

Stopped in Genoa, visited the cemetery where they had vaulted corridors with beautiful statuary. Burials were under marble of floor. Also out in center, very close together. Fresh cut flowers, sold at stalls outside the cemetery, were on many graves. Also lamps for candles. Four or five carved wooden caskets awaiting burial were in the chapel. Passed home of Columbus, a mass of vines.

Monte Carlo — fabulous resort home of Grace Kelly and the Prince. Drove directly up to the castle, but all we saw was changing of the guard and superb view of the harbor. Bus went on to hotel, and we walked down, a five minute walk.

Visited the famous Casino, a small disappointment to some expecting more glamor. The people looked as though some of them were gambling away their paychecks and couldn't afford to.

9 July 1958.

At Villa France, saw American Cruiser 134 in harbor, with little boats scurrying back and forth from ship to shore. Previously passed cement gun emplacement dated April 11, 1949.

Noticed cement telephone poles for first time. Country rather dry and uninteresting. Bus a trifle roomier today. Six of group en route Lourdes, via Nice.

Stopped Montelimar, center of nougat candy industry. All the stores sell it. We bought. All varieties, hard and soft, dark and light.

4:30 p.m. Running intermittently along Rhone River, one of largest in France.

Arrived Lyon 7:00 p.m. Letters arriving from home most welcome. General news, such as weather, passed along.

10 July 1958.

Left Bristol Hotel 7:20 a.m. Morning's drive through countryside was very much like Wisconsin, except for more hedge rows. Usual intermittent dozing. Lunch in picturesque French inn - chicken again. Recommended wine specialty of the area called

"bourgogne". Boarded bus for last lap to Paris. Most of group wide awake—bottle of wine appears.

Fountainbleau, former king's winter hunting palace, began in 11th century and added onto by various other kings. Napoleon lived here, bid farewell to his army in the courtyard. Stopped 15 minutes.

Eifel tower into view 6 p.m. Passed 6 or 7 blocks of flea-market type shops on the sidewalks. Also a carnival on both sides of the street. Hit rush hour traffic. Passed wine market. People walking along street clutching 3-foot-long loaves of bread. Arrived hotel in Republic Square 6:30 p.m.

And tonight went to the Folies. It was wonderful. The staging and costumes wonderful. The music wonderful. Seats were wonderful — and for the bachelors in the group, it couldn't have been better since they were in the front and so close they actually talked to the girls. One of the girls with a rooster tail costume flicked it in Merle Kelm's face to the delight of the surrounding Parker crowd. Not only could they see the show on stage from close range, they could see behind the curtain where the girls were dressing. They wore even less out there.

11 July 1958.

Paris traffic is everything terrible ever said about it. Solid masses of bicycles, cars, trucks and busses jockeying around the squares. Tour of city in two busses included Eifel Tower, Napoleon's Tomb, the Louvre, Notre Dame, lunch at a downtown cafe. Extremely hazy sky frustrating photographers.

Afternoon trip to Versailles fast and furious. Went through palace. Had group photo taken; the building is in focus but we're not. Bus driver must have made 12 miles back to Paris in as many minutes.

12 July 1958.

Tears and regrets that the trip is over.

Arrived Orly field approximately 3 p.m. Second bus load towed in, burned out rods en route.

"Parker Pen passengers, please" at 7:45 p.m. Passports stamped, declaration forms handed in, boarding tickets given in return. Boarded plane 8:50 p.m.

The End

## Over the Shoulder

Last issue, Shoptalker turned its eyes back over the shoulder to peek at a comic band of the 1920's. This time, we survey another, more formal type of Parker Pen Band, one which existed in the 1940's. There were no weak-kneed rickey-tickeys gushing forth from this organization. Count the number of bass horns and tubas and you'll conclude, as we did, that this band had plenty of oomph.



## Baldock Retires, Anderson Takes Over

It's a rare coincidence that sees one employee retire and another officially qualified to replace him on the very same day! But that is just what happened in the cases of Richard Anderson and Alfred Baldock, of the Toolroom.

On the last day of the last week of March, Dick Anderson climaxed four years of apprenticeship and received his certificate as a journeyman machinist. In addition, he received customary gifts of cash from both the company and union.

On that same day, Al Baldock, a journeyman machinist, retired after nearly 26 years of association with Parker Pen.

Present for the ceremony honoring Anderson were Phelps Walker, director of



Al Baldock, August Weber, and Dick Anderson.

manufacturing; Lyndon Pamenter, Harry Hulick, William Thorne, Paul Deily, Leo Monaghan, Thomas Arpin, assistant director of apprenticeship for Wisconsin; and R. C. Phillips, field representative for the Bureau of Apprenticeships, U. S. Labor Department.





THE Parker "51" pen has become something of a "badge of office" for Wisconsin state legislators. Witness this collection belonging to members of the Senate. At the beginning of each session, we are told, the State purchases a quantity of Parkers from a Madison dealer for presentation to each of the legislators. It has become a custom in the Senate to ship their pens to Janesville for personalizing. Some Senators say that they never actually use their "51" pens because of the engraving. They prefer to retain them as mementos.